

## Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CU-02 USIA-06 CG-00 DOTE-00

ACDA-05 CIAE-00 DODE-00 PM-03 INR-07 L-02 NSAE-00

NASA-01 NSC-05 OES-03 CCO-00 OTPE-00 FCC-01 OC-05

COME-00 BIB-01 /061 W

----- 031023

R 141108Z FEB 75

FM AMEMBASSY PARIS

TO SECSTATE WASHDC 6673

INFO AMEMBASSY BONN

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DEPT. PASS MARAD, OTP, NASA, COAST GUARD, FCC

E. O. 11652: N/A

TAGS: ETEL, TSPA, FRG

SUBJECT: MARITIME SATELLITE TALKS IN FRG

1. IF PRIMARY AIM OF US TALKS WITH EUROPEANS CAN BE DESCRIBED AS SALES PITCH ON TWO-AGREEMENT SOLUTION THEN FOR FIRST TIME YESTERDAY IN BONN WE FOUND REAL POTENTIAL CUSTOMER AMONG MANY ON WHOSE DOORS WE HAVE KNOCKED. FRG SAID THAT IT FOUND TWO-DOCUMENT SOLUTION OF GREAT INTEREST, AND IN FACT IT MAY BE THE ONE THEY PREFER. DURING MEETING THEY DID NOT STATE SPECIFIC REASONS FOR THEIR VIEW, HOWEVER DURING INFORMAL DISCUSSIONS ONE FRG REPRESENTATIVE EXPRESSED VIEW THAT TWO-AGREEMENT APPROACH WITH ONE OR MORE NON-GOVERNMENT ENTITIES WOULD TEND TO MINIMIZE INVOLVEMENT OF POLITICAL CONSIDERATIONS IN COUNCIL DECISION. FRG VIEW MAY BE RELATED ALSO TO FACT THAT FRG IS NOT ONE OF WORLD'S PRINCIPAL MARITIME NATIONS, AND ALSO THEY APPARENTLY ARE NOT AS CONCERNED AS SOME OTHERS

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REGARDING POSSIBLE DELAY THAT MIGHT BE CAUSED IN

ACCOMPLISHMENTS OF LONDON CONFERENCE BY INTRODUCTION OF US POSITION. THIS IS PROBABLY RELATED TO THEIR FREQUENT QUESTIONING DURING TALKS OF SYSTEM'S ECONOMIC VIABILITY. AMBASSADOR JAENICKE WHO ABLY LED GERMAN DELEGATION MADE UP OF REPRESENTATIVES OF OTHER MINISTRIES STATED HIS PUZZLEMENT AT REPORTED GREAT INTEREST OF OTHER EUROPEAN GOVERNMENTS WHO WANT EARLY INMARSAT ESTABLISHMENT BUT AT SAME TIME ACKNOWLEDGE THEY HAVE NO FIRM MEASUREMENT OF THEIR SHIP OPERATORS' WILLINGNESS TO INVEST MONEY IN SHIP TERMINALS.

2. IN RESPONSE TO US INTRODUCTORY REMARKS AND DETAILED DESCRIPTION OF DESIGNATED ENTITY REQUIREMENT UNDER US POLICY AND PRACTICE, FRG, AS HAVE OTHERS, DREW ATTENTION TO US COOPERATIVE EFFORT AT EARLIER PARIS MEETING ON LANGUAGE IN POE ARTICLE 6. US RESPONDED THAT PARIS EFFORT WAS DESIGNED TO COME UP WITH SOME COMPROMISE LANGUAGE IN SITUATION THAT WAS VIRTUALLY DEADLOCKED, AND REMINDED FRG THAT AT THE TIME US HAD CLEARLY INDICATED RESERVATION. FRG EXPRESSED APPRECIATION FOR OUTLINES OF TWO-AGREEMENTS BUT ASKED WHY US COULD NOT MAKE DRAFT TEXTS AVAILABLE. US REPLIED THAT NO EFFORT HAD BEEN MADE TO DRAFT FINAL TEXTS BEFORE OBTAINING VIEWS OF OTHER GOVERNMENTS. WITH THESE VIEWS US WOULD PROCEED WITH ITS WORK WHICH WOULD PROBABLY INCLUDE FULL TEXT DRAFTING; THAT WHILE US WAS STILL WORKING ON FINAL POSITIONS FOR LONDON IT FELT STRONGLY THAT TWO-AGREEMENT APPROACH IS NECESSARY TO ACCOMMODATE US NEEDS. FRG REPEATED ITS DESIRE TO HAVE COPY OF DRAFT TEXTS FOR STUDY AS SOON AS THEY ARE AVAILABLE, AND US PROMISED TO GIVE PRIORITY CONSIDERATION TO GERMAN REQUEST. THERE WAS THEN RATHER CONFUSED FRG STATEMENT REGARDING WEIGHTED VOTE IN COUNCIL, SYSTEM UTILIZATION, INVESTMENT AND DEVELOPING COUNTRIES, BUT US RESPONSE APPEARED SUCCESSFUL IN SORTING OUT CONFUSION AND MAKING CLEAR US VIEWS ON RELEVANT POINTS.

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3. FRG SAID THAT ITS POSITION WAS FLEXIBLE ON MANY COUNTS BUT IT WAS INTERESTED IN VIEWS US TEAM HAD HEARD IN CONVERSATIONS WITH OTHER EUROPEAN GOVERNMENTS. US GAVE RELATIVELY BRIEF SUMMARY INCLUDING TALKS WITH USSR. AMBASSADOR JAENICKE QUESTIONED WHETHER TWO AGREEMENTS WAS "ABSOLUTE NECESSITY" FOR US PARTICIPATION, MAKING OBSERVATION HIMSELF THAT THERE MAY BE A PROBLEM IN

SIGNING ONLY ONE DOCUMENT IF US DESIGNATED ENTITY  
WAS TO HAVE FULL FINANCIAL AND OPERATIONAL RESPONSIBILITY. US REPLIED THAT PHRASING "ABSOLUTE NECESSITY" WAS NOT TERM WE WOULD USE, BUT THAT WE HAD SPECIAL REQUIREMENTS THAT MUST BE MET IF WE ARE TO PARTICIPATE IN INMARSAT, AND TWO AGREEMENTS SEEMED TO US TO BE BEST SOLUTION.

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4. THERE FOLLOWED CONVERSATION ON ECONOMIC STUDIES AND VIABILITY AND THERE WAS AGREEMENT IT WAS AREA THAT MERITED FURTHER ATTENTION. THERE WAS ALSO AGREEMENT ON CLOSE INTER-REACTION AMONG ECONOMIC, TECHNICAL AND OPERATIONAL FACTORS AND THAT PROBABLY MORE STUDY OF PROJECTED RATE OF OUTFITTING SHIPS WAS DESIRABLE. TALK TURNED TO COOPERATION BETWEEN MARISAT AND MAROTS AND ITS POSSIBLE UTILITY IN PROVIDING INTERIM EXPERIENCE FOR INMARSAT. WHEN FRG ASKED WHETHER US PLANNED TO

PROPOSE AT LONDON USE BY INMARSAT OF MARISAT/  
MAROTS AS INTERIM STEP US REPLIED THAT IT WANTED  
THE MATTER TO BE RAISED AT CONFERENCE BUT PREFERRED  
NOT TO PUSH THE MATTER ITSELF. US REPS ALSO NOTED  
THAT MANY GOVERNMENTS WITH WHOM WE HAD TALKED  
THOUGHT THAT INMARSAT-MARISAT/MAROTS RELATIONSHIP  
WAS MATTER FOR CONFERENCE TO DECIDE, A VIEW WITH WHICH  
WE AGREED AND IN WHICH FRG CONCURRED. FRG WAS  
PARTICULARLY INTERESTED IN RUSSIAN OPINION OF  
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MARISAT/MAROTS, AND THERE WAS BRIEF GENERAL  
DISCUSSION OF USSR'S MOTIVES FOR INMARSAT PROMOTION.

5. AT START OF AFTERNOON SESSION, AND IN RESPONSE  
TO PRIVATE SUGGESTION OF AMBASSADOR JAENICKE, US  
TEAM DISCUSSED POSSIBLE SUSPICION ON PART OF SOME  
EUROPEAN COUNTRIES THAT TWO-AGREEMENT APPROACH  
MIGHT BE DELIBERATE DELAYING TACTIC, SUSPICIONS  
STEMMING FROM SOME COUNTRIES' VIEWS OF US ROLE IN  
POE. US TEAM GAVE STRONGEST ASSURANCES THAT IT  
WAS NOT EMBARKED ON MISSION DESIGNED TO DELAY,  
BUT ON THE CONTRARY, US WAS MOST INTERESTED IN  
INMARSAT PARTICIPATION. FRG SAID THAT IT HAD NO  
DOUBTS REGARDING US SINCERITY AND APPRECIATED  
REASSURANCES. DISCUSSION OF SEVERAL OTHER SUBJECTS  
FOLLOWED:

(A) ON ACCESS FRG AGREES WITH US NON DISCRIMINATORY  
POSITION AND ALSO THAT INMARSAT MEMBERSHIP SHOULD  
BE OPEN TO ITU AND IMCO MEMBERS. ON CHARGING  
DIFFERENTIAL FOR MEMBERS AND NON-MEMBERS FRG  
APPRECIATED CONFLICTING DESIRES BETWEEN LARGEST  
NUMBER OF INITIAL INVESTORS AND GREATEST  
NUMBERS OF USERS. ALTHOUGH THERE WERE DIFFERING  
VIEWS AMONG FRG DELEGATION MEMBERS THE CONSENSUS  
WAS THAT FRG HAS NOT YET MADE UP ITS MIND.

(B) THERE WAS LENGTHY DISCUSSION OF PROCUREMENT  
POLICY BUT IT IS CLEAR THAT FRG PREFERS ALTERNATIVE  
A OF DRAFT CONVENTION, ALTHOUGH THEY MAY HAVE SOME  
FLEXIBILITY IN THE EXACT WORDING.

(C) REGARDING QUESTION OF INMARSAT HAVING MECHANISM  
TO PERMIT INTERNATIONAL SHIPPING COMMUNITY TO MAKE  
ITS VIEWS AND REQUIREMENTS KNOWN TO ORGANIZATION  
ON ADVISORY BASIS THERE WAS NO REAL AGREEMENT OTHER  
THAN THAT THEIR REQUIREMENTS MUST ALWAYS BE CAREFULLY  
CONSIDERED BY INMARSAT FOR ANY FAILURE TO DO SO  
THREATENS SYSTEM'S ECONOMIC VIABILITY.

(D) FRG FAVORS USE OF SATELLITE BY SHIPS IN PORT,  
AND WHILE PTT REPRESENTATIVE TALKED OF POSSIBLE  
TECHNICAL PROBLEMS IN INTERFERENCE FIELD FRG

BELIEVES THEY CAN BE RESOLVED.

(E) THERE IS INTEREST AMONG GERMAN SHIP OWNERS IN  
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MARITIME SATELLITES BUT AT THIS TIME NOTHING  
APPROACHING A COMMITMENT TO PARTICIPATE.

(F) FRG PRESENTLY IS EXPERIMENTING WITH PROGRAMS  
TO IMPROVE SAFETY/DISTRESS AND SUPPORTS INCLUDING  
SAFETY/DISTRESS CAPABILITY IN INMARSAT. ON NAVIGATION  
QUESTION THERE WERE AGAIN SOME DIFFERENT VIEWS IN  
FRG DELEGATION. ONE FRG REP INDICATED BELIEF THAT  
EXISTING TERRESTRIAL SYSTEMS WERE ADEQUATE AND  
THERE WAS NO NEED FOR SATELLITE NAVIGATION SYSTEMS.

ANOTHER FRG REP WELCOMED SOME RELATIVELY BASIC  
NAVIGATIONAL CAPABILITY IN SYSTEM'S FIRST PHASE  
AND FULL NAVIGATIONAL CAPABILITY IN LONG RUN.

(G) DURING INFORMAL LUNCHEON DISCUSSION IT WAS  
INDICATED THAT FRG GOVERNMENTAL FINANCIAL PROBLEMS  
WILL PRECLUDE ANY POSSIBILITY OF FRG SIGNING AT  
APRIL CONFERENCE ON AGREEMENT THAT INCLUDES  
GOVERNMENTAL FINANCIAL COMMITMENT.

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## Message Attributes

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**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 14 FEB 1975  
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**Disposition Case Number:** n/a  
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**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
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